

Workforce News



A quarterly publication of the Department of Workforce Services; issued September 2007

Southwest: Beaver, Garfield, Iron, Kane, Washington

jobs.utah.gov



The Wage is Right

Who doesn't care about wages? Is your own wage high enough? Are you paying your employees appropriately? As an employer, you want to make sure you pay enough to attract and keep quality workers, while still keeping an eye on the bottom-line. In reality, the economist's old friends, supply and demand, determine what wage a particular occupation is paid. But, without resorting to trial and error, just how do you determine what that "equilibrium" wage is?

We've Got Wages

Fortunately, the Utah Department of Workforce Services is part of joint effort to survey and report wages by occupation. And,



new occupational wages have just been released (see the link below to access this data).

Who, What, and Where?

This survey is the Occupational Employment Statistics program (OES

(continued)

Inside:

- ✦ Robust job growth in Kane
- ✦ Iron County's economy cooling somewhat
- ✦ Washington's growth has slowed to just moderate



Contact the author, your regional economist, with any questions on content:

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See the wealth of information at our Employer Resource Center Web page: <http://jobs.utah.gov/employer/resource>

The Wage is Right

(continued)

for those of you who like acronyms). It is conducted in all fifty states under the direction of the U.S. Bureau of Labor Statistics. Businesses of all sizes, across all industries, and across all sectors of the economy are included and because the survey methodology is consistent across the U.S., you can be assured that the wages published for New York are comparable to those published for your area.

This is a large survey. No private wage survey can possibly compare to the number of firms surveyed by the OES program.

Some Caveats. . .

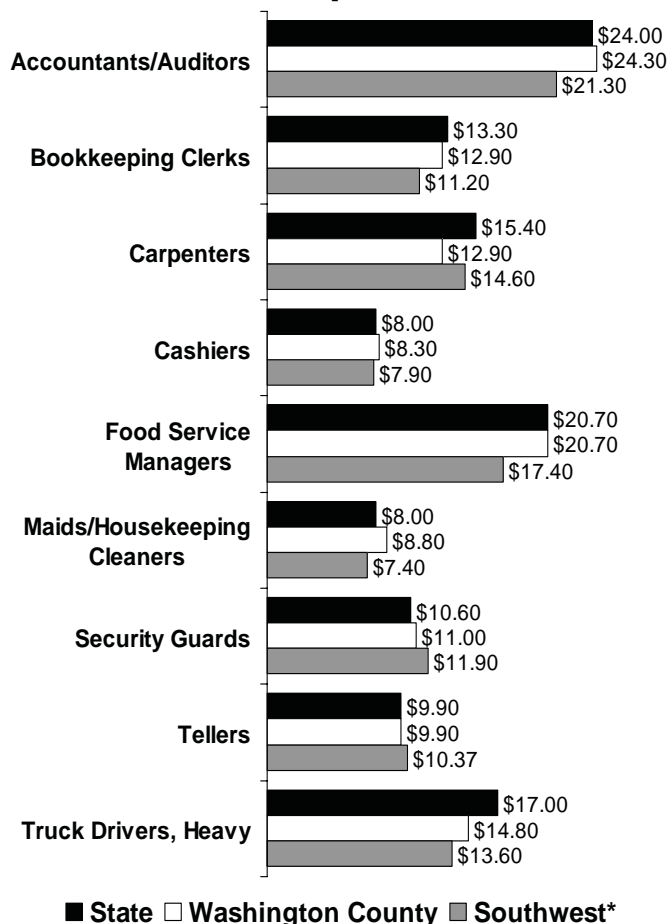
This data takes a long time to collect. It's a huge survey and analysts review the data to ensure its accuracy. Finally, the Bureau of Labor Statistics gives it the seal of approval. By the time, the data is published it may seem a little old. This typically isn't a problem. However, in an economy where wages are rising rapidly (think Washington County for the past several years), you'll probably want to realize that the wage estimates are probably a little low.

Where is it?

This wage information is available in a database and also in wage flyers—both of which are available on the Department of Workforce Services website:

<http://jobs.utah.gov/jsp/wi/utalmis/gotoOccwage.do>

Median Hourly Wages for Various Occupations



*Beaver, Garfield, Iron and Kane counties.
Source: Utah Dept of Workforce Services, published June 2007.

Check it Out

A **New** study has just been released on the benefits employers offer in metropolitan Utah. Find the link on our main page: **jobs.utah.gov/wi**.

Western Region Business Services News

jobs.utah.gov

DWS Contacts**Business Consultants:**

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Delta/Fillmore	
Terry Lisonbee	435-864-3860
Junction	
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Kanab	
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Manti	
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Panguitch	
Jolene Costigan	435-676-8893
Richfield	
Forest Turner	435-893-0007
St. George	
Kimberly Johnson	435-986-3541

Resources

Child Care Resource and Referral	
Lis Barker	435-586-0170
jobs.utah.gov/opencms/occ	888-334-4896
UI Tax - General Information	
jobs.utah.gov/ui	800-222-2857
DOL Wage/Hour Division	801-524-5706
Employer Tax Credit	801-526-9484
Labor Market Information	
Lecia Langston, economist	435-688-3115
New Hire Reporting	800-222-2857
jobs.utah.gov/newhire	
Pre-Layoff Assistance	801-526-4312
jobs.utah.gov/employer/business/prelayoff.asp	
Utah Labor Commission	801-530-6801
laborcommission.utah.gov	
State Council on Workforce Services	801-468-0095
Employer 101: Labor Law Training	
jobs.utah.gov/edo/laborlaw	

Learn How to Sell to Government, Military

As a businessperson, would you like to sell to a customer whose checks are always good? Of course, what company wouldn't! The government and military are ideal customers for Utah companies. Unfortunately, there is a common misconception among many local businesses that selling to the government or military is too difficult and is not worth their time.

If your company sells a product or service to the general population, it is very likely that your same product or service can be sold to the government or military. From engineering, environmental remediation and asphalt services to paper products, aircraft engine parts and high technology support, the Procurement Technical Assistance Center (PTAC) will assist your company in becoming an approved supplier.

Although selling to federal, state and local governments or the military can be complicated, it can also be an avenue of growth for nearly any Utah business. Utah companies are currently selling \$1.9 billion per year in government and military contracts. The potential to add in excess of \$3 billion per year more in sales may be open to any qualifying Utah company.

The Governor's Office of Economic Development invites you to attend the **2nd Annual Utah Procurement Symposium** at the South Towne Expo Center, 9575 S. State Street, Sandy, Utah on October 18, 2007 from 7:45 a.m. to 4 p.m.

Training in breakout sessions will be conducted by individuals and panels who will teach Utah company representatives how to market themselves to prime contractors and government agencies, while sharing the successes that are possible for those companies who want to expand their business base. Sponsor exhibits and assistance will be available from the financial community, interested businesses, small business associations, economic development offices, chambers of commerce, as well as military contractors and government offices.

If you want your company to grow in this market you need to register now!

Cost: \$50/person for the 1st person and \$35/ additional registration from the same company. Fee includes a continental breakfast, lunch, and all the training sessions, exhibits and materials. Registration is available online at www.goed.utah.gov/PTAC. For further information contact Myrna Hill at 538-8775 or email: myrnahill@utah.gov.

BUSINESS LEADERS - Do you need employees?

Did you know you could post your job openings directly on the state Web site and cut the middleman? The service is completely free and you can search the job seeker database 24 hours a day at your own convenience. After posting your openings, you will have access to thousands of job seeker resumes. You can contact applicants immediately by phone or email. You can also customize your searches to find only the candidates that meet your job requirements and that you are interested in talking to.

Follow these six easy steps:

1. Go to the DWS Web site at: <http://jobs.utah.gov>
2. From the home page, click on the tab, For Employers, and select the Sign-up button from the top right side of the page.
3. Read through the Register User Agreement and click on the Submit button showing your agreement.
4. Enter your Utah Unemployment ID Number (UI ID) and your Federal Employer Identification Number (FEIN).
5. Enter your contact information on the Employer User Profile. This will include creating a username and password.
6. Upon completing the registration process, you will now be able to log in using your new username and password. (It is important to note that you can only search for job seeker summaries after you post a job online.)

Reminder: As you enter and update information, select Submit to save your information and continue to the next page.

If you have any questions you may call 1-888-920-WORK (9675), to talk with a business consultant who will walk you through the process, or you may make a reservation to attend a hands-on class—all at no cost to you.

For information about
upcoming DWS seminars
and workshops:

<http://jobs.utah.gov/employer/business/workshops.asp>

Reminder: The most current employment and wage posters are always available at: <http://jobs.utah.gov/employer/resource/posters.asp>

Upcoming Events / Seminars

Goal Setting & Goal Getting

Friday, October 19, 2007

St. George Employment Center
162 N 400 East Building B
St George, Utah

Many people aim at nothing and hit it with amazing accuracy!

This class discovers what a goal is, the benefits of setting goals, why goals work, why we fail to set goals, and how to effectively set goals. This workshop will focus on the daily activities required to avoid procrastination and move forward to high results with high payoff. Presented by Diana Guetschow with University of Phoenix.

Ethics: Doing What is Right

Tuesday, November 13, 2007

St. George Employment Center
162 N 400 East Building B
St George, Utah

The actions you take, the decisions you make, the daily behaviors you exhibit—whether big and strategic, or small and seemingly insignificant—are ultimately how you and your organization will be judged. This class is all about integrity-based business practices. Presented by Diana Guetschow with University of Phoenix.

County News

Beaver County started 2007 with another quarter of moderate nonfarm job growth. Between March 2006 and March 2007, the county added 60 net new jobs representing 3-percent expansion. The triumvirate of construction, retail trade, leisure/hospitality services generated most of the new jobs. However, only time will tell what economic effect the recent Milford Flat fire will have on the local economy.

Unlike Beaver County, employment growth in **Garfield County** can't seem to settle into any sort of job-growth pattern. During 2006, the county showed job losses one quarter only to serve up strong employment gains the next. March showed the best first-quarter expansion with a 2.5-percent year-over gain. Three industries contributed to the gain: construction, leisure/hospitality services and healthcare/social services. In addition, strong nonresidential construction permitting should help add to construction employment totals in the months ahead.

Iron County's economy cooled somewhat during the first quarter of 2007. Instead of the 2006 growth rates in the 7-percent range, March 2007 registered a moderate 4-percent rate. Both construction and manufacturing showed employment losses. But retail trade, business services, healthcare/social service, and government all showed significant gains. Construction activity has also felt the chill—residential permits dropped by almost half during the first four months of the year.

Job growth in **Kane County** kept up a robust pace as 2007 commenced. March showed the slowest year-over growth rate of the first quarter months with a healthy 6-percent increase. Construction, healthcare, and other services generated the largest number of new jobs.

How do you spell "economic slowdown?" **Washington County.** Okay, it's not really that bad. But to a county used to 10-percent employment expansion, a moderate growth rate of 3.7 percent (March 2007) could seem low. Indeed, this does mark the county's slowest job growth in five years. Not surprisingly, construction employment gains have ground to a halt, but retail trade, business services, and leisure/hospitality services continue to make strong gains.

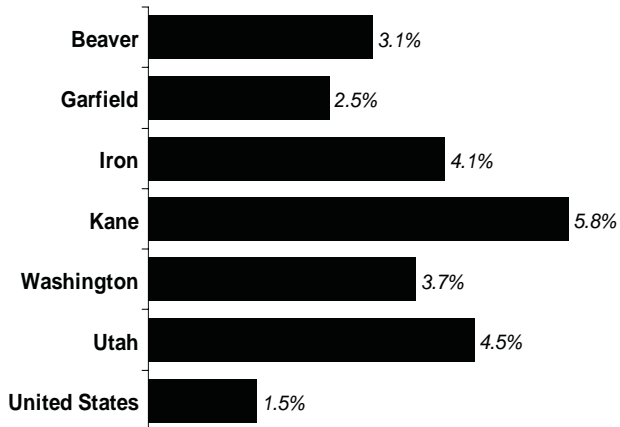
What's Up?

✧ Formerly known as Palladon Iron Corp., Iron Bull Mining & Milling could make its iron-mining debut in Cedar City as early as next year. The reopening of the mine would initially create about 90 hi-tech, highly skilled jobs, is reason to celebrate for many residents.
- *The Spectrum*

✧ Viracon's \$35-million glass fabrication facility celebrated its grand opening recently in St. George. The new plant is expected to hire up to 275 people within the next three years.
- *The Deseret Morning News*

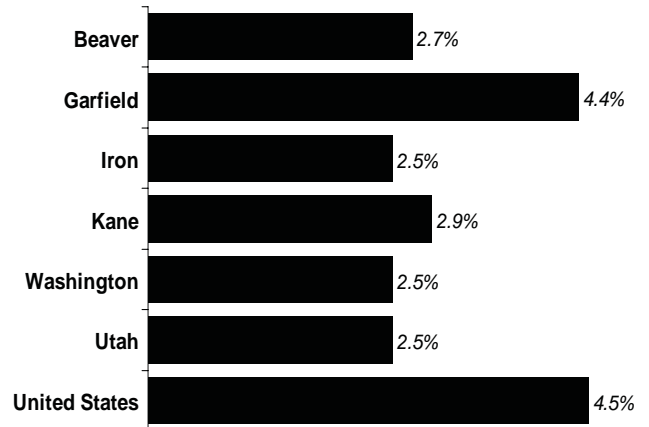
✧ The owners of Ruby's Inn, a commercial district that includes a general store, hotel, and gas station, have filed a petition to create Bryce Canyon City. If approved, the incorporation would allow the town to retain most of the \$300,000 sales tax revenue generated by its businesses.
- *The Deseret Morning News*

**Percent Change in Nonfarm Jobs
March 2006 to March 2007**



Source: Utah Dept. of Workforce Services; U.S. Bureau of Labor Statistics.

**Seasonally Adjusted Unemployment Rates
May 2007**



Source: Utah Dept. of Workforce Services; U.S. Bureau of Labor Statistics.

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